



Facts and Figures

Business year 2022

Head office

GEPA Society for the Promotion of Partnership with the Third World, Ltd.

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Founded on May 14, 1975

GEPA is backed by

- Arbeitsgemeinschaft der Evangelischen Jugend in Deutschland e.V.
- Bischöfliches Hilfswerk Misereor
- Brot für die Welt
- Bund der Deutschen Katholischen Jugend (BDKJ)
- Kindermissionswerk »Die Sternsinger« e.V.



Staff (as per 31/12/2022): 164 (thereof 42 part-time employees, 1 minijobber and 10 trainees)

Corporate goal

- To promote disadvantaged producers, especially in the Global South
- To influence and change consumer shopping attitudes in the North
- To influence and change structures of international trade by means of lobbying and advocacy work

Who are our trading partners?

- Democratically organized small farmers and artisans
- Agricultural and small industrial enterprises with a management taking social and ecological responsibility for workers and employees
- Marketing organizations aiming at producer support

How many trading partners do we have?

Africa	24 partners in	15 countries
America	52 partners in	14 countries
Asia	36 partners in	12 countries
Europe	5 partners in	4 countries
Total:	117 partners in	45 countries





Our Fair Trade relationships comprise

- Dialogue on development aims
- Payment of fair prices
- Payment or arrangement of pre-financing
- Direct trading relationships and long-term partnerships – in good and difficult times
- Advice in product development and export handling
- Promotion of Organic Agriculture
- Focus on climate justice

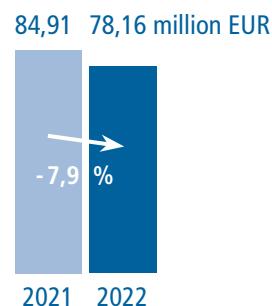
Products

Food: coffee, tea, chocolates, sweets, honey, nuts, rice, spreads, wines, etc.

Non-food: soaps, candles, pyjamas, socks, basketry, textiles, a.o.

GEPA turnover (million EUR)

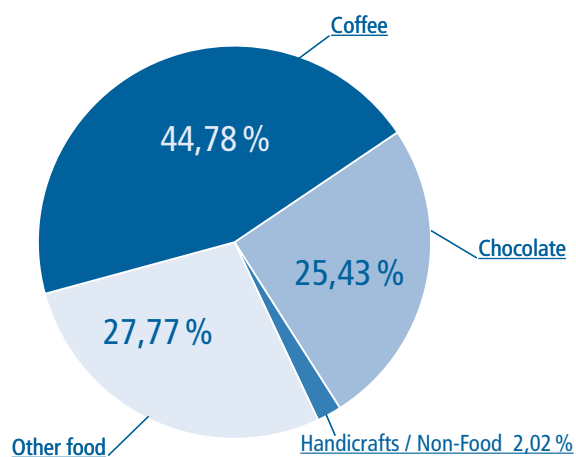
<u>2022</u>	<u>2021</u>
78,16	84,91



Turnover according to product group

(see graphics)

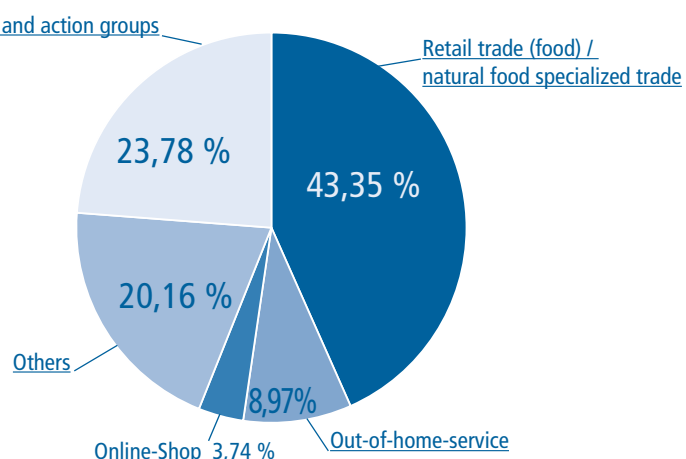
	<u>CY 2022</u>	<u>CY 2021</u>
Coffee	44,78 %	40,76 %
Chocolate	25,43 %	25,83 %
Other food	27,77 %	31,43 %
Handicrafts / Non-Food	2,02 %	1,98 %



Turnover per distribution channel

(see graphics)

	<u>CY 2022</u>	<u>CY 2021</u>
Retail trade (food) / organic food specialized trade	43,35 %	46,14 %
World shops and action groups	23,78 %	20,67 %
Out-of-home-service	8,97 %	6,14 %
Online-Shop	3,74 %	3,49 %
Others	20,16 %	23,56 %





More than fair: fair +

Additional benefits on top of the general Fair Trade criteria, such as

- **Eco and fair:** We achieve around 86 per cent of our food sales with products from certified organic cultivation.
- **A future for children:** better chances for children through a better income for the parents.
- **High Fair Trade share:** our composite products like chocolates and coated candies have got a very high share of Fair Trade ingredients. In the case of many GEPA chocolate products, the Fair Trade share is already 100 per cent.
- **Cocoa Plus Price:** GEPA pays the partners a price that is significantly higher than the minimum price set by Fairtrade International (FLO). The partners receive at least 3,500 USD or 3,100 EUR / t of cocoa (incl. Fairtrade and organic premiums).
- **Honest and transparent declaration:** the raw materials purchased under fair conditions are verifiably contained in the products.
- **Our contribution to climate protection:** Since 2022, GEPA in Germany has been climate neutral - from the port to the shelf. GEPA offsets these newly measured emissions via a certified project of the Klima-Kollekte.
- **Cooperation with the Klimakollekte fund:** With Klimakollekte, we compensate the emissions caused by the sea transport of our coffee range and, among other things, we finance energy-efficient ovens at KCU, our coffee partner in Tanzania. Our honey range is completely climate-neutral, from the comb to the jar.
- **Our contribution at our partner:** At our partner ATPI in the Philippines, 73,050 trees were planted by the end of 2022 (2013 - 2022).
- **Fund for trading partners:** GEPA has set up a trading partner fund that can be used to support small-scale projects (including climate protection, human rights and organic conversion projects). In 2022, special support was given to climate protection and digitalisation projects.
- **Added value at the source:** We offer around 39 foods that are processed, filled and packaged at the source. All handicraft products are manufactured in the countries of origin.



For more information, please visit: www.fair-plus.de





Services to GEPA customers

- High product quality and fair production conditions
- Verifiable and transparent criteria with regard to the selection of trading partners and to trading conditions
- Information and education material on products and trading partners
- Publications and seminars on subjects referring to Fair Trade
- Designing assistance, promotion material, campaign offers, participation in trade fairs
- Additional position for an advisor for the foundation and business development of world shops



Memberships

- WFTO – World Fair Trade Organization: GEPA is a Guaranteed member according to the WFTO Guarantee System.
- FFH – Forum Fairer Handel (Fair Trade forum)
- EFTA – European Fair Trade Association
- FLO-Cert – certified Fairtrade importer
- Licensee of Naturland Zeichen GmbH



Awards

- 2022 Sustainable Impact Award in the special category »Generali SME EnterPrize«
- 2020 CSR Award of the Federal Government: in the category »Responsible Supply Chain Management«
- German Sustainability Award: TOP 3 in the »Global Partnership 2020« category
- German Sustainability Award: »2018 Germany’s most sustainable product« (2017 REWE Group consumer voting) – GEPA Café Orgánico
- 2014 German Sustainability Award: »Germany’s Most Sustainable Brand«

